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## BRITISH TO FIGHT TO KEEP TRADE IN SOUTH AFRICA

Have No Intention of Letting  
United States from Ousting  
Them from First Place.

(Correspondence of Associated Press.)  
LONDON, Nov. 26.—Great Britain has no intention of allowing the United States to oust it from first place in trade with South Africa, declares the Daily Chronicle in a long and earnest discussion of "The South American Market." After noting the relative positions of England, Germany and the United States in South American trade prior to the war, the article warns its readers that the United States has already accomplished a great deal in its effort to take advantage of the opening offered it.

"But let us look for a moment at the aspects of the British trade in South America," continues the Chronicle. "One of his greatest is his reputation

for strict integrity and scrupulously honorable dealing, which will stand him in good stead in the coming race for trade. It must be maintained at all costs. South American people have had experience of our methods of business and of those of the United States, and as a general rule they prefer our own. If they can do so they will deal with us.

"Another great point in our favor is the remarkably strong position of our leading banks. The names of the Anglo-South American Bank, the British Bank of South America, and the London and Brazilian Bank are household words in banking and financial circles all over the world. The lighted management and the growth of British trade have brought them prosperity. Then again there is the Banca Commerciale Italiana. The entente between British and Italian interests in Brazil is of particular importance, owing to the predominance of the latter in the South American labor market.

"Consideration of our banking position naturally leads one to speak of our shipping predominance. Our pre-eminence in South American trade in the past has been due in no small degree to the great development of our merchant marine. The United States is not slow to appreciate the importance of the banking and shipping elements. Its banks are already opening branches in some of the big South American centers, while its colossal activity in producing war munitions and the sale of its foodstuffs at high prices will enable it for the first time in its career to lend freely abroad and also to put money into the development of its mercantile marine.

"Another point in our favor is the large amount of British capital already sunk in the various South American countries. This reaches the stupendous total of \$3,750,000, while our annual trade in South America, prior to the war touched

### New Way to Curl Hair Without Heated Irons

Hair tortured with the curling iron is bound to become dry, harsh and brittle, as so many know from sad experience. It is far more sensible to use plain liquid emollients, which can do no harm and which produce the loveliest wavy effect imaginable. It takes so little time to apply the emollient and the hair can be made to curl in any form to any extent to conform with any style of hair-dressing. A few ounces from the drugist will last a long time, so it is not at all expensive. Liquid emollients are not greasy or sticky and it doesn't stain or streak the hair or the scalp.

A convenient way to use it is to pour about two tablespoonsful into a saucer and then with a clean tooth brush apply evenly to the hair from root to tip. To this is done before retiring the added glory to day's "wavying glory" will be quite in evidence in the morning.

\$550,000,000, or one-fourth of the total trade of those countries. Obviously British companies will, when ever possible, place their orders in Great Britain. But they are not in business for their health and our traders must give them what they want or they will go elsewhere.

The article goes on with a discussion of the shortcomings of British trade. Selling by catalogue is impossible in these countries, it declares, and it adds that there is a lamentable lack of really skilled British traders and agents. "In this respect it urges British traders to take a leaf from Germany's handbook. 'Germany's travelers and agents' were skilled men, and they spared neither time nor trouble. Good linguists were they, not with a mere smattering of Spanish and Portuguese. Nor did the heads of the firms in Germany leave everything to their agents. They were always making personal visits to study local commerce and conditions on the spot. Above all, they took care to give the importer what he wanted."

Turning specifically to the opportunities in Argentina, the Chronicle declares that a great effort is necessary here if England is to maintain commercial predominance. The last complete year's returns for this republic show that in 1913 the trade was divided as follows: England, 130 million dollars; Germany 70 millions, and the United States 62 millions.

In Brazil, the second most important market, the Chronicle believes that the clearing of the financial atmosphere which has come about since the war opens new opportunities for the first nation on the spot. Chile, the third country in commercial importance, is likely, the article adds, to show surprising developments during the next few years owing to the opening of the Panama canal.

In conclusion, the article quotes from a British consular report the following advice to would-be traders in South America:

"There are two essential points: First, do not despise small orders; treat the \$100 order with the same respect as if it was for \$100,000. Second, use extreme caution when quoting prices. They should be the very lowest that your business can stand. There should be no question of how much you can get, but of how much you can sacrifice in order to secure the customer."

### LID ON TIGHT

In Chicago for New Year's Eve,  
Says Mayor William Hale  
Thompson.

CHICAGO, Nov. 26.—"No lid lifting on New Year's eve." This was the message that trickled out of the city hall carrying consternation to the hotel, saloon and restaurant world that has been planning for a round of gaiety to usher in the year 1916. There was the expectation of partially making up the losses caused by the enforcement of the Sunday closing order. "The law will be enforced. Whatever the law is, we will follow it New Year's eve," said the mayor when informed that A. B. Farewell, president of the Law and Order League, and a delegation of ministers were planning to call on him in regard to the matter.

## ENGLISH CITIES ECONOMICAL IN EXPENDITURES

Drastic Economy for Period of  
the War Being Enforced  
in England.

(Correspondence of Associated Press.)  
LONDON, Nov. 26.—Drastic economy in all municipal expenditures during the period of the war is the order of the day in England. The treasury has enjoined upon all city and village corporations to keep down their capital expenditures as closely as possible, and the local government board which has the supervision of these bodies has notified them that unusual expenditures, except on account of imperative public health requirements, or to facilitate the output of munitions will not be sanctioned.

In London the education committee of the county council proposes to save more than a million and a half dollars of the estimates of about twenty-six millions. Fuel alone is the exception as the higher prices prevailing will mean an increase in cost of \$50,000. There is a cut of nearly half a million in teachers' salaries, which is made possible by the fact that many have enlisted in the army, and the schools will get along with a smaller staff. Children's meals, and books which have been provided by the municipality to a certain extent will be sacrificed to the amount of \$170,000, and there will be a drastic cut in such luxuries as paint and repairs.

The corporation of Liverpool is making a big saving all along the line. Street repairs will be reduced from the average of recent years by \$150,000, and \$25,000 will be saved on the single item of flower beds in the parks.

The changed conditions of wartime themselves have brought about considerable saving to the cities. Four thousand employees of the city of Liverpool are serving in the army and navy. Nearly a third of the London police have enlisted, and there are only two thousand men available for service at one time in the Metropolitan Area, which does not include the old city of London. The work of the absentees is done largely by the citizen special constables. The total of children's meals in the Liverpool schools the last year was reduced to six thousand and which was barely a tenth of the usual number. This reduction was due to the decrease in unemployment, as only the needy children are fed at public expense.

Criticism is made by the newspapers of certain extravagances by various public bodies. A taxpayer writes to the Daily Mail proposing economy in the lord mayor's banquet at the Guildhall, and says: "That our leading statesmen should preach economy from the House of Commons, and then adjourn to a lord mayor's banquet of the usual type would surely be an inconsistency too great even for politicians. Attacks are made upon the aldermen of a suburban municipality for refurbishing their council chamber at a cost of \$3,500, but this case is a contrast to the general rule of retrenchment."

### MARRIES THREE SISTERS.

HOPKINSVILLE, Ky., Nov. 26.—Mrs. Ida Griffin Oliver and B. B. Johnson, both of Fairview, were married recently here. The bride is the widow of John T. Oliver and the bridegroom is a Fairview merchant. This is the second marriage of the bride and the bridegroom's fourth, two of his former wives having been sisters of his latest bride.

English engineers have succeeded in building a paper-making machine that will turn out 650 feet of newspaper 17½ inches wide a minute.

### OUR YOUNG WOMEN

are so often subject to headache—are languid, pale and nervous—because their blood is thin and insufficient. They are not really sick and hesitate to complain, but they lack that ambition and vivacity which is their birthright. They do not need drugs—but do need tonic and nourishment in Scott's Emulsion that makes richer blood, fills hollow cheeks, suppresses nervousness and establishes strength. Nourishment alone makes blood and Scott's Emulsion is the essence of concentrated nourishment, free from wines, alcohols or opiates.

If mother or daughter is frail, pale or nervous, give her Scott's for one month and see the betterment. It has a wholesome, "nutty" flavor. Avoid substitutes. At any drug store.  
Scott & Bowne, Bloomfield, N. J. 15-24

### HIGHWAYMAN ROUTED BY AUTO HEADLIGHTS

Glare from the Machine Causes  
a Holdup Man to Release  
His Victim.

SEATTLE, Wash., Nov. 26.—The glare of the headlights on the flimsy bus driven by W. J. Hutchins, who resides in the Oaks hotel, revealed a highwayman in the act of holding up a man on Denny way, near Twelfth avenue, shortly before midnight.

The victim was walking down Denny way when the holdup, emerged from the bushes at the north end of Lincoln park. When the lights from the automobile flashed on the robber he had his victim backed up against the foliage.

With a revolver in one hand the robber was searching the man with the other. The robber was taken with such surprise by the approach of the automobile that he dropped some money he had taken from the man and ran.

The victim attempted to jump upon the running board of the flimsy bus, but Hutchins, believing him to be the holdup, shoved him off and drove on. Motorcycle policemen were unable to find the highwayman or his victim.

## THE CREDIT'S DUE TO NERV-WORTH SAYS W. B. BARR

Charleston Traveling Sales-  
man's Message to Fellow-  
Sufferers.

Here is a new Nerv-Worth endorsement which will attract wide attention. Mr. Barr lives in Charleston and makes it his headquarters and is the highly successful traveling salesman for The Incandescent Light & Stove Co. of Cincinnati:

"I suffered with pain in the side for several months and could not find anything to relieve it. After taking one bottle of Nerv-Worth the pain left me and I have not suffered with it since."

"Have taken several bottles since and find it a fine tonic for general health. I give Nerv-Worth credit for what it did for me, as it relieved me of my trouble and I will recommend it to my friends."

(Signed) "W. B. BARR."  
In source and character this is a very important piece of praise. Fellow-sufferers need not hesitate to test Nerv-Worth in the light of Mr. Barr's endorsement. And remember that Burke's drug store sells it on a strict guarantee. Dollar back if you're not helped.—Advertisement.

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Special  
Suit Sale  
Saturday  
and  
Monday

NOV. 27 and 28

Including all our Ladies  
and Misses'

NEW FALL SUITS

\$16.50 Suits for..... \$12.50  
\$20.00 Suits for..... \$16.50  
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\$25.00 Suits for..... \$19.00  
\$27.50 Suits for..... \$22.50  
\$30.00 Suits for..... \$25.00  
\$35.00 Suits for..... \$28.50

This is your opportunity  
to secure a good suit at a  
very low price.

Come as early as you can.

**T. J. Lynch & Co.**

## Munsingwear Talks

In all our many years of retailing we haven't found any line of underwear to compare with Munsingwear. It leads in quality, fit and finish, and there is no other make that combines so much real comfort and wear at the price.

### PRICES

Ladies' Single Garments ..... 50c to \$1.50  
Ladies' Union Suits ..... \$1.00 to \$3.50  
Children's Single Garments ..... 50c to \$1.00  
Children's Union Suits ..... 50c to \$1.50

## THE BON TON

READ TELEGRAM CLASSIFIED ADS.

**EVEN IF  
YOU HAD A  
NECK  
SORE THROAT**  
ALL THE WAY  
DOWN.  
**TONSILINE**  
WOULD QUICKLY RELIEVE IT.

A quick, safe, soothing, healing, antiseptic relief for sore throat, tonsillitis, tonsils, etc. Small bottle of Tonsiline lasts longer than most any case of sore throat. Tonsiline relieves Sore Mouth and Hoarseness and prevents Quinsy, Strep and Scar. Hospital Size \$1.00. All Druggists. THE TONSILINE COMPANY, Canton, Ohio.

### EYESTRAIN



being caused by structural and anatomical defects, is remedied by the correct adaptation of glasses only, and the degree of relief obtained from them depends upon the skill, accuracy and integrity of your optometrist. No divided responsibility. We examine your eyes, we grind lenses and fit them to your eyes all in the same office.

Complete Grinding Plant Just Installed.  
**SNYDER & LEMASTERS**  
Eyeglass Specialists  
Over Bijou Theatre, Clarksburg.



### SAVE LAUNDRY BILLS

Use one of our hand power or water motor washers. Call in and see the different styles, from \$9.00 to \$15.00.

**Lee & Parr Hardware Co.**  
434 W. Pike St.

## Your Xmas Savings Account Will Pay \$2.00 For \$1.00 Up to \$50 If Used in Our "Economy Christmas Club"

BEFORE DECEMBER 25, 1915

Select your Piano or Player Piano now—pay whatever you can spare from now until December 25th and we will allow you double credit up to \$50.00.

### FOR INSTANCE:

If you pay \$10.00 we credit you with \$20.00  
If you pay \$20.00 we credit you with \$40.00  
If you pay \$40.00 we credit you with \$80.00  
If you pay \$50.00 we credit you with \$100

This Double Credit, in addition to "The Economy Christmas Club" reduction, brings high class Piano value within reach of even a modest income.

It provides the same grade of Pianos or Player-Pianos for your home that has contributed largely in building this mammoth business. And it is the sweet tone and remarkable durability of these old reliable instruments that we shall depend upon for our future prosperity. Their constant use in the homes of hundreds of West Virginia people has proven their intrinsic value. And it is these same tried and trustworthy Pianos and Player-Pianos that we are furnishing our "ECONOMY CHRISTMAS CLUB."

Come in—make your selection—make a deposit on it and pay whatever you can spare each week (or pay day) until Xmas and we will give you double credit for every dollar you pay up to \$50.

If you cannot conveniently come in, let us mail you a book of particulars regarding this "ECONOMY CHRISTMAS CLUB."

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